

CLAIMS

5 Sub 82 1. A computer-assisted method of negotiating a real estate lease transaction, comprising the steps of:

(1) displaying on a computer screen a plurality of lease provisions and a plurality of predefined actions associated with each lease provision, wherein the plurality of lease provisions are associated with a first phase of a lease negotiation;

(2) for each of a plurality of negotiators to the lease transaction, selecting one of the plurality of predefined actions associated with each lease provision; and

10 (3) for each lease provision, determining whether each of the plurality of negotiators has selected the same associated predefined action and, if so, storing in the computer an indication of the associated lease provision as an agreed provision and, if not, deferring non-agreed lease provisions to a later phase of the lease negotiation.

2. The computer-assisted method of claim 1, wherein step (2) comprises the step of selecting either an AGREE choice or a DEFER choice for each lease provision.

15 3. The computer-assisted method of claim 1, wherein steps (1) and (2) are performed at a prospective tenant's computer during a first time period, and wherein steps (1) and (2) are performed at a prospective landlord's computer during a second time period.

20 4. The computer-assisted method of claim 1, wherein step (2) further comprises the step of receiving from at least one of the negotiators a numerical value pertaining to at least one of the lease provisions.

5. The computer-assisted method of claim 4, further comprising the step of converting in the computer the numerical value from a first unit of measure to a second unit of measure and displaying the second unit of measure.

25 6. The computer-assisted method of claim 4, further comprising the step of converting in the computer the numerical value from a first unit of currency to a second unit of currency and displaying the second unit of currency.

7. The computer-assisted method of claim 1, further comprising the step of selecting a third-party service provider from a computer database, wherein the third-party service provider is

selected from a geographic area to which the lease pertains.

8. The computer-assisted method of claim 7, further comprising the step of electronically transmitting to the third-party service provider a request for services pre-populated with information pertaining to the lease negotiation.

5 9. The computer-assisted method of claim 8, wherein the third-party service provider is an architect, and wherein the electronically transmitted request pertains to a floor plan for the lease.

10. The computer-assisted method of claim 1, further comprising the step of completing an evaluation form for the negotiation and generating a report based on the evaluation form.

10 B2 11. The computer-assisted method of claim 1, further comprising the step of:
(4) in the later negotiation phase, resolving lease provisions that were deferred from the first negotiation phase.

12. The computer-assisted method of claim 1, further comprising a step of automatically generating an intermediate document that summarizes points of agreement in the negotiation.

15 13. The computer-assisted method of claim 1, wherein steps (1) and (2) are performed over the Internet using web browsers by negotiators located at two different locations.

14. A system that facilitates the negotiation of a real estate lease between a tenant and a landlord, comprising a computer system programmed with software that generates a display of a plurality of lease provisions and a plurality of predefined actions associated with each lease provision, wherein the plurality of lease provisions are associated with a first phase of a lease negotiation;
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wherein the software receives choices from the tenant and the landlord for each lease provision pertaining to one of the predefined actions and, for each lease provision, determines whether the tenant and landlord have indicated agreement and, if so, stores in the computer an indication of the agreed lease provisions and, if not, defers non-agreed lease provisions to a later phase of the lease negotiation.
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15. The system of claim 14, wherein the software receives choices from the tenant located at a first computer during a first time period and receives choices from the landlord

located at a second computer during a second time period.

16. The system of claim 14, wherein the software converts a numerical value relating to one of the lease provisions from a first unit of measure to a second unit of measure.

17. The system of claim 14, wherein the software converts a numerical value relating to one of the lease provisions from a first unit of currency to a second unit of currency.

18. The system of claim 14, wherein the software suggests a third-party service provider from a computer database based on the geographic area of the lease.

19. The system of claim 18, wherein the software electronically transmits to the third-party service provider a request for services pre-populated with information pertaining to the lease negotiation.

20. The system of claim 14, wherein the software receives evaluation information from the tenant and the landlord and generates a report based on the evaluation information.

21. The system of claim 14, wherein the software prompts the tenant and landlord to resolve in a later negotiation phase lease provisions that were deferred from an earlier phase.

22. The system of claim 14, wherein the software automatically generates an intermediate document that summarizes points of agreement in the negotiation.

23. A computer-assisted method of negotiating a real estate lease, comprising the steps of:

(1) displaying on a first computer display device a plurality of lease provisions and a plurality of predefined actions associated with each lease provision, and receiving from a first party information selecting one of the predefined actions for each lease provision;

(2) displaying on a second computer display device the plurality of lease provisions and the plurality of predefined actions associated with each lease provision, and receiving from a second party information selecting one of the predefined actions for each lease provision;

(3) determining those lease provisions for which the first and second parties have selected the same predefined action; and

(4) for those lease provisions for which the first and second parties have not selected the same predefined action, assisting the first and second parties in reaching agreement.

24. The method of claim 23, wherein step (4) comprises the step of generating a request for services from a local service provider.

25. The method of claim 23, further comprising the step of converting a value associated with one of the lease provisions from a first unit of measure to a second unit of measure and
5 displaying the second unit of measure.

B2 26. The method of claim 23, wherein step (4) comprises the step of suggesting a value for a lease provision that is a compromise between a value offered by the first party and a value offered by the second party.

27. The method of claim 23, further comprising the step of preventing the first party and
10 the second party from modifying any lease provision for which the parties have selected the same predefined action.

~~28. A computer-readable medium comprising computer instructions that, when executed by a computer, perform the steps recited in claim 23.~~

29. A computer-implemented method of generating a report reflecting difficulties encountered during a computer-assisted lease negotiation, comprising the steps of:

(1) displaying on a first computer display device a plurality of lease provisions and a plurality of predefined actions associated with each lease provision, and receiving from a first party information selecting one of the predefined actions for each lease provision;

(2) displaying on a second computer display device the plurality of lease provisions and
20 the plurality of predefined actions associated with each lease provision, and receiving from a second party information selecting one of the predefined actions for each lease provision;

(3) negotiating between the first and second parties to reach agreement on at least one of the lease provisions for which the first and second party did not reach agreement;

(4) receiving from each party an evaluation form including information relating to the
25 lease negotiation process; and

(5) generating a report including information received from the evaluation form.